

WHAT IS CLAIMED IS:

1. A computer implemented method for a salesperson to track and identify sales opportunities within a sales territory, comprising the steps of:

providing, from customers of the salesperson within the sales territory, information regarding customers' needs and information regarding an install base of products and/or services of the customers, the provided install base information including origination information indicating those products and/or services that originate from an employer of the salesperson and those products and/or services that originate from competitors of the salesperson's employer;

from the provided customers' needs and install base information, tagging as sales opportunities those products and/or services offered for sale by the sales representative that match the customers' needs and those products and/or services of the customers' install base of products and/or services offered by the sales representative that the customers are likely to consider purchasing;

storing the provided information in a database that is controlled by the salesperson's employer and that is accessible over a computer network, and

providing the stored information in a tabular worksheet on a computer coupled to the network, the tabular worksheet being organized across the customers in the salesperson's sales territory and the products and/or services offered for sale by the salesperson, entries in the tabular worksheet identifying sales opportunities, the customers' install base of products and/or services, the origination information and unknown information that identifies where the sales representative should gather additional install base information.

2. The computer-implemented method of claim 1, wherein entries in the tabular worksheet are visually coded according to whether the entries are identified as sales opportunities, whether the entries originate from the sales representative's employer or a competitor or whether the entries represent unknown information.

3. The computer-implemented method of claim 2, wherein the providing step provides the entries in the tabular worksheet in a color-coded format.

4. The computer-implemented method of claim 1, wherein the provided information is selectively accessible, according to a sales hierarchy of the salesperson's employer.

5. The computer-implemented method of claim 1, wherein the provided information in the tabular worksheet in the providing step is limited to results of a search on the information stored in the database.

6. The computer-implemented method of claim 5, wherein the search is carried out for at least one parameter selected from customer, region, industry, product, service, origination information and unknown information.

7. The computer-implemented method of claim 1, further comprising the step of customizing an appearance and ordering of the entries within the provided tabular worksheet.

8. A software application configured to enable a salesperson to track and identify sales opportunities within a sales territory over a network, and comprising, stored on a computer-readable medium:

code configured to store customer information in a database that is controlled by the salesperson's employer and that is accessible over a computer network, the customer information

including information regarding customers' needs and information regarding an install base of products and/or services of the customers, the install base information including origination information indicating those products and/or services that originate from an employer of the salesperson and those products and/or services that originate from competitors of the salesperson's employer;

code configured to tag as sales opportunities the customer information corresponding to those products and/or services offered for sale by the sales representative that match the customers' needs and those products and/or services of the customers' install base of products and/or services offered by the sales representative that the customers are likely to consider purchasing, and

code configured to provide the stored information in a tabular worksheet on a computer coupled to the network, the tabular worksheet being organized across the customers in the salesperson's sales territory and the products and/or services offered for sale by the salesperson, entries in the tabular worksheet identifying sales opportunities, the customers' install base of products and/or services, the origination information and unknown information that identifies where the sales representative should gather additional install base information.

9. The software application of claim 8, further comprising code for visually coding entries in the tabular worksheet according to whether the entries are identified as sales opportunities, whether the entries originate from the sales representative's employer or a competitor or whether the entries represent unknown information.

10. The software application of claim 9, wherein the code for visually coding entries is configured to provide the entries in the tabular worksheet in a color-coded format.

11. The software application of claim 8, wherein the code configured to provide the stored information in a tabular worksheet is further configured to render the customer information selectively accessible according to a sales hierarchy of the salesperson's employer.

12. The software application of claim 8, wherein the code configured to provide the stored information in a tabular worksheet is further configured to limit the customer information in the tabular worksheet to results of a search on the information stored in the database.

13. The software application of claim 12, further including code configured to carry out the search for at least one parameter selected from customer, region, industry, product, service, origination information and unknown information.

14. The software application of claim 8, further comprising code configured to customize an appearance and ordering of the entries within the provided tabular worksheet.